







FIRST NATIONAL BANK ALASKA **2016** ANNUAL HIGHLIGHTS

### **CHAIR'S MESSAGE**

In the days before cell phones, Alaskans used radios to communicate with one another between far flung and remote locations across the Great Land. Over the radio waves, those good folks were known by their radio name, or "handle." My father, D. H. Cuddy, often communicated via radio when he was flying, first in a Super Cub and then in a Cessna, across the state, banking rural Alaska before the days of brick & mortar or broadband.

His handle? The Black Goose.

The Black Goose set a leadership example that I've followed. And though the headwinds of economic change began to blow in Alaska during 2016, your bank's well-seasoned team of directors and employees produced strong results.

By all measures, it was a good year for First National Bank Alaska. I am very proud of the bank's 2016 operational and financial performance. A great deal of our success was due to the efforts of dedicated bank employees, who pulled together to work more efficiently while continuing to deliver excellent internal and external customer service.

By the numbers, I am proud to report net income of \$41.4 million, a 14.6 percent increase over 2015. Loan and deposit volumes increased, by \$124.7 million and \$34.2 million respectively. Noninterest expense not only held, but decreased by -0.4 percent, while producing efficiencies across our organization. We were also fortunate to take advantage of market gains on certain of the bank's investments.

However First National's success has always been about much more than numbers. Our bank's story has been about people--hard-working Alaskans, customers and employees. By adding value to customer relationships, experienced employees earned new business from existing customers and brought aboard new customers to the bank. In fact, the pages of these annual highlights include employee profiles detailing the ways in which these "unsung heroes" made significant contributions each day as they quietly went about performing their job duties.

One description of teamwork is: the combined action of a group of people, especially when effective and efficient — like geese flying together in a tight "V" formation. I couldn't be more proud of the effective and efficient work of our team during 2016. My father would be proud, too. As the longtime Chairman and President of our Alaskan-owned and operated bank, he was always out front, leading a strong team, and flying toward the challenges and opportunities facing the bank—whether the wind was blowing in his face or at his back.

Alaska's economic headwinds will continue to blow during 2017, but you can count on the First National team to stay in close formation, moving forward, driven by a commitment to the future success of Alaska and Alaskans.

Thank you for your continued confidence in First National Bank Alaska.

Sincerely,

Betsy Lawer, Chair and President

INSIDE

| Chair's Message         | i |
|-------------------------|---|
| Working Together as One | 1 |
| Financial Highlights    | 2 |
| Statements of Condition | 2 |
| Statements of Income    | 3 |
| Annual Highlights       | 4 |
| Senior Management       | 9 |



#### 2016 BEST PLACE TO WORK

First National Bank Alaska earned the "Best Place to Work in Alaska" title in 2016, chosen by Alaska Business Monthly readers. The bank received the first place Denali award which "represents Alaska's tallest peak and highest business honors."

First National was cited in part for its competitive salaries, good benefits and pleasant working environment. Employees also appreciate that they and their colleagues work together toward the worthiest of goals – helping Alaskans reach their dreams.



# Working Together as One

ALASKANS SEE THE POWER of cooperation every year - flocks of geese gather to make the long journey to the Great Land to continue their life's cycle. Focusing diverse outlooks on a common goal, like the geese as they migrate, is the essence of teamwork.

First National Bank Alaska has nearly a century of experience bringing people together as a team, and it was never more evident than in 2016. Faced with a struggling Alaska economy, each section, department and division embraced the goal to move onward and upward. Clear direction from the board, well thought-out strategy and tactics from senior management, and the dedicated effort of more than 650 employees came together to produce a year of record achievement in loans and deposits, and other notable successes.

The year ahead will be full of tests and trials; each year has its own. But, as the bank proved last year and in the years since 1922, challenges can be faced and overcome when we *work together – as one*.

#### First National's Board of Directors: CLEAR GUIDANCE FOR THE ROAD AHEAD

Standing (Left to right): Perry Eaton, Artist; Fran Ulmer, Chair - US Arctic Research Commission; Dr. Maurice Coyle, Medical Consultant; Betsy Lawer, Chair and President; Tom Barrett, President - Alyeska Pipeline Service Company; Tom Tougas, Owner - Major Marine Tours; Lucy Mahan, Vice Chair, Owner – Transitional Counseling Seated (left to right): Jane Klopfer, Business Community Member; Loren Lounsbury, Chairman – International Management Group; Margy Johnson, Executive Vice President – Alaska Dispatch News



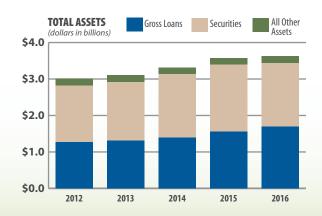
## **Financial Highlights**

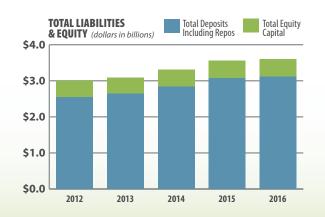
The bank's total assets grew \$40.4 million to \$3.61 billion. Loans, the bank's primary earning asset class with an average yield of 3.6 percent, grew by \$124.7 million to \$1.66 billion, an 8.1 percent growth rate driven by real estate lending in Alaska and through national loan participations. The loan growth was funded by increases in customer deposits and more substantially by maturity and sale of securities. With strategic intention to enhance profitability, the bank shifted more earning assets to loans, raising the loans to total assets ratio from 42.3 percent to 44.3 percent.

Total customer deposits and securities sold under agreements to repurchase rose by a combined \$34.2 million to \$3.11 billion, setting another year-end record level. Deposit growth was recorded in regions throughout the state.

Shareholders' equity grew by \$4.2 million to \$492.7 million. Net income of \$41.4 million was offset by dividends paid of \$27.0 million and repurchases of common stock of \$1.8 million. A net unrealized gain position on the securities portfolio shifted to a net unrealized loss position during 2016 with the shift upward of market interest rates, decreasing equity by \$8.4 million.

| STATEMENTS OF CONDITION  |                     |                            |
|--|---------------------|----------------------------|
| (Dollars in thousands)   | DEC                 | EMBER 31                   |
| ASSETS   | 2016                | 2015                       |
| Cash and cash equivalents  | \$79,127            | \$81,278                   |
| Securities, available-for-sale   | 1,745,429           | 1,832,601                  |
| Real estate loans to be sold   | 12,089              | 10,418                     |
| Loans:   |                     | 204 542                    |
| Commercial and industrial<br>Real estate   | 321,575             | 294,543                    |
| Consumer and other   | 1,336,228<br>19,792 | 1,237,382                  |
| Total Loans, Gross   | 1,677,595           | 19,480<br><b>1,551,405</b> |
| Less: Allowance for loan losses  | 16,600              | 15,150                     |
| Total Loans, Net   | 1,660,995           | 1,536,255                  |
| Premises and equipment   | 49,236              | 50,259                     |
| Other real estate owned  | 12,222              | 17,068                     |
| Other assets   | 50,750              | 41,547                     |
| Total Assets   | \$3,609,848         | \$3,569,426                |
| LIABILITIES AND SHAREHOLDERS' EQUITY   |                     |                            |
| Liabilities:   |                     |                            |
| Deposits:  |                     |                            |
| Noninterest bearing  | \$1,306,357         | \$1,290,689                |
| Interest bearing:  |                     |                            |
| Savings  | 665,791             | 632,948                    |
| NOW  | 207,270             | 201,665                    |
| Money market   | 159,044             | 167,051                    |
| Time   | 137,213             | 133,269                    |
| Total interest bearing   | 1,169,318           | 1,134,933                  |
| Total Deposits   | 2,475,675           | 2,425,622                  |
| Securities sold under agreements to repurchase   | 629,966             | 645,838                    |
| Other liabilities  | 11,472              | 9,401                      |
| Total Liabilities  | 3,117,113           | 3,080,861                  |
| Shareholders' Equity:  |                     |                            |
| Common stock, \$100 par value  |                     |                            |
| (Authorized shares: 2016 and 2015 - 400,000 shares)<br>(Issued and outstanding: 2016 - 317,139; 2015 - 318,433 shares) | 31,714              | 31,843                     |
| Surplus  | 40,000              | 40,000                     |
| Retained earnings  | 427,264             | 414,555                    |
| Accumulated other comprehensive income (loss)  | (6,243)             | 2,167                      |
|  |                     | 488,565                    |
| Total Shareholders' Equity   | 492,735             | 400,505                    |



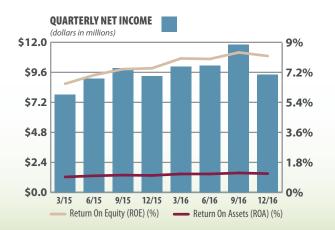


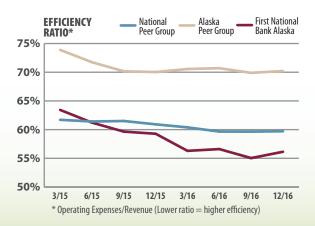
| Taxable\$88,508\$84,506Nontaxable2,1622,285Total interest and fees on loans90,67086,791Interest and dividends on investment securities:390173Taxable4,3453,621Interest on cash and cash equivalents390173Total Interest And Loan Fee Income123,051116,028INTEREST EXPENSE847827Interest on deposits847827Interest on deposits847827Interest and regarements to repurchase961943Interest and Loan Fee Income121,243114,257Provision for loan losses2,4222,710Net Interest And Loan Fee Income121,243114,257Provision for loan losses2,4222,710NoINITEREST INCOME81,669,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage loans3,3222,432Mortgage loan servicing income1,8171,837NONINTEREST EXPENSE14,04376Other noninterest income7,0167,178Total Noninterest Expense2,1822,433Saharies and employee benefits\$1,533\$0,756Octupancy expense, net8,5598,318Furniture and equipment expense2,1822,433Bankcard expenses2,1822,433Saharies and employee benefits\$1,755\$6,754Octupancy expense, net8,5598,318Furniture and equipment expense <th>STATEMENTS OF INCOME</th> <th></th> <th></th>  | STATEMENTS OF INCOME   |          |          |
|--|--|----------|----------|
| Taxable\$88,508\$84,506Nontaxable2,1622,285Total interest and fees on loans90,67086,791Interest and dividends on investment securities:390173Taxable4,3453,621Interest on cash and cash equivalents390173Total Interest And Loan Fee Income123,051116,028INTEREST EXPENSE847827Interest on deposits847827Interest on deposits847827Interest and regarements to repurchase961943Interest and Loan Fee Income121,243114,257Provision for loan losses2,4222,710Net Interest And Loan Fee Income121,243114,257Provision for loan losses2,4222,710NoINITEREST INCOME81,669,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage loans3,3222,432Mortgage loan servicing income1,8171,837NONINTEREST EXPENSE14,04376Other noninterest income7,0167,178Total Noninterest Expense2,1822,433Saharies and employee benefits\$1,533\$0,756Octupancy expense, net8,5598,318Furniture and equipment expense2,1822,433Bankcard expenses2,1822,433Saharies and employee benefits\$1,755\$6,754Octupancy expense, net8,5598,318Furniture and equipment expense <th></th> <th></th> <th></th>  |  |          |          |
| Nontaxable2,1622,285Total Interest and fees on loans90,67086,791Interest and dividends on investment securities:27,64625,443Nontaxable4,3453,621Interest on cash and cash equivalents390173Total Interest And Loan Fee Income123,051116,028Interest on deposits847827Interest on ofederal funds purchased and securities<br>sold under agreements to repurchase961943Interest on otes payable, capital lease obligations and other—1Total Interest And Loan Fee Income121,243114,257Provision for loan losses2,4222,710Net Interest And Loan Fee Income After Provision For Loan Losses118,821111,547NONINTEREST INCOME53,3222,432Bankcard fees8,1669,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage loans3,3222,432Mortgage loan servicing income1,8171,837NONINTEREST EXPENSE51,63350,756Octher noninterest income7,0167,178Total Noninterest Expense2,1822,433Bankcard expenses2,1822,433Bankcard expenses2,1822,433Bankcard expenses2,1822,433Interest on come5,1,53350,756Other noninterest income7,0167,178Total Interest on come2,1822,433Bankcard expenses2,182  | Interest and fees on loans:                                      |          |          |
| Total interest and fees on loans90,67086,291Interest and dividends on investment securities:<br>Taxable<br>Nontaxable27,64625,443Nontaxable4,3453,621Interest on cash and cash equivalents390173Total Interest And Loan Fee Income123,051116,028INTEREST EXPENSE847827Interest on deposits847827Interest on federal funds purchased and securities<br>sold under agreements to repurchase961943Interest on notes payable, capital lease obligations and other—1Total Interest And Loan Fee Income121,243114,257Provision for loan losses2,4222,710Net Interest And Loan Fee Income After Provision For Loan Losses118,821111,547NONINTEREST INCOME83,3222,432Bankcard fees8,1669,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage loans3,3222,432Mortgage loan servicing income1,8171,837Net gains on investment securities1,404376Other noninterest Income7,0167,178Total Noninterest Expense2,3783,50756Octarnov expense2,3783,515Other noninterest expense2,3783,517Total Interest And Loan Fee Income2,3783,517Total Interest And Loan Fee Income7,0167,178Total Interest And Loan Fee Income1,8171,837Net gains and engloyee bene   |  |          |          |
| Interest and dividends on investment securities:<br>Taxable<br>Nontaxable<br>Nontaxable<br>Nontaxable<br>123,051<br>123,051<br>116,028<br>INTEREST EXPENSE<br>Interest on deposits<br>Interest on pederal funds purchased and securities<br>sold under agreements to repurchase<br>Interest on notes payable, capital lease obligations and other<br>Interest And Loan Fee Income<br>121,243<br>114,257<br>Net Interest And Loan Fee Income<br>121,243<br>114,257<br>Provision for Ioan Iosses<br>2,422<br>2,710<br>Net Interest And Loan Fee Income<br>118,821<br>111,547<br>NONINTEREST INCOME<br>Bankcard fees<br>8,166<br>9,646<br>Service charges on deposit accounts<br>3,322<br>2,432<br>Mortgage Ioans servicing income<br>1,817<br>Net gains on investment securities<br>1,404<br>376<br>Other noninterest Income<br>7,016<br>7,178<br>Total Noninterest Income<br>27,448<br>26,187<br>NONINTEREST EXPENSE<br>Salaries and employee benefits<br>5,1,533<br>50,756<br>Occupancy expense, net<br>Furniture and equipment expense<br>2,378<br>3,557<br>Other noninterest expense<br>19,863<br>19,775<br>Total Noa |  | ,        | ,        |
| Taxable<br>Nontaxable<br>Nontaxable27,646<br>4,34525,641<br>3,621Interest on cash and cash equivalents390173Total Interest And Loan Fee Income123,051116,028INTEREST EXPENSE847827Interest on deposits847827Interest on federal funds purchased and securities<br>sold under agreements to repurchase961943Interest on sep ayable, capital lease obligations and other—1Total Interest Expense1,8081,771Net Interest And Loan Fee Income121,243114,257Provision for Ioan Iosses2,4222,710Net Interest And Loan Fee Income After Provision For Loan Losses118,821111,547NONINTEREST INCOME8,1669,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage loans3,3222,432Mortgage loan servicing income1,8171,837Noter anniterest Income7,0167,178Total Nomiterest Income7,0167,178Total Noniterest Income27,44826,187NONINTEREST EXPENSE51,53350,756Occupancy expense, net8,2598,318Furniture and equipment expense2,3783,557Other noninterest expense19,86319,775Total Noninterest Expense19,86319,775Total Noninterest Expense61,7542,895Provision for income taxes20,36216,770Net Interest and equipment expense20,36216,770 <td></td> <td>50,070</td> <td>00,751</td>  |  | 50,070   | 00,751   |
| Interest on cash and cash equivalents 390 173<br>Total Interest And Loan Fee Income 123,051 116,028<br>INTEREST EXPENSE<br>Interest on deposits 847 827<br>Interest on federal funds purchased and securities 961 943<br>Interest on notes payable, capital lease obligations and other — 1<br>Total Interest And Loan Fee Income 121,243 114,257<br>Provision for Ioan Iosses 2,422 2,710<br>Net Interest And Loan Fee Income After Provision For Loan Losses 118,821 111,547<br>NONINTEREST INCOME<br>Bankcard fees 8,166 9,646<br>Service charges on deposit accounts 5,723 4,718<br>Gain on sale of mortgage loans 3,322 2,432<br>Mortgage loan servicing income 1,817 1,837<br>Net gains on investment securities 1,404 376<br>Other noninterest Income 27,448 26,187<br>NONINTEREST EXPENSE<br>Salaries and employee benefits 51,533 50,756<br>Occupancy expense, net 8,559 8,318<br>Furniture and equipment expense 2,182 2,433<br>Bankcard expenses 2,378 3,557<br>Other noninterest Expense 84,515 84,839<br>Income Before Taxes 61,754 52,895<br>Provision for income taxes 20,362 16,770<br>Net Income 541,392 \$36,125  |  | 27,646   | 25,443   |
| Total Interest And Loan Fee Income123,051116,028INTEREST EXPENSE1146,028Interest on deposits847827Interest on federal funds purchased and securities<br>sold under agreements to repurchase961943Interest on notes payable, capital lease obligations and other—1Total Interest Expense1,8081,771Net Interest And Loan Fee Income121,243114,257Provision for Ioan Iosses2,4222,710Net Interest And Loan Fee Income After Provision For Loan Losses118,821111,547NONINTEREST INCOME89,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage loans3,3222,432Mortgage loan servicing income1,8171,837Net gains on investment securities1,404376Other noninterest Income7,0167,178Total Noninterest EXPENSE598,318Furniture and equipment expense2,1822,433Bankcard expenses2,3783,557Other noninterest Expense19,86319,775Total Noninterest Expense19,86319,775Total Noninterest Expense19,86319,775Total Noninterest Expense61,75452,895Provision for income taxes20,36216,770Net Income541,392\$366,125  |  | ,        | ,        |
| INTEREST EXPENSEInterest on deposits847827Interest on federal funds purchased and securities<br>sold under agreements to repurchase961943Interest on notes payable, capital lease obligations and other—1Total Interest Expense1,8081,771Net Interest And Loan Fee Income121,243114,257Provision for Ioan Iosses2,4222,710Net Interest And Loan Fee Income After Provision For Loan Losses118,821111,547NONINTEREST INCOME89,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage Ioans3,3222,432Mortgage Ioan servicing income1,8171,837Net gains on investment securities1,404376Other noninterest Income27,44826,187NONINTEREST EXPENSE11,53350,756Salaries and employee benefits51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,3783,557Other noninterest Expense19,86319,775Total Noninterest Expense19,86319,775Total Noninterest Expense19,86319,775Provision for income taxes20,36216,770Net Income20,36216,770Notier of income taxes20,36216,770Notier of income taxes11,1547Noninterest Expense19,863   |  |          | -        |
| Interest on deposits847827Interest on federal funds purchased and securities<br>sold under agreements to repurchase961943Interest on notes payable, capital lease obligations and other—1Total Interest Expense1,8081,771Net Interest And Loan Fee Income121,243114,257Provision for Ioan Iosses2,4222,710Net Interest And Loan Fee Income After Provision For Loan Losses118,821111,547NONINTEREST INCOME85,7234,718Bankcard fees8,1669,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage loans3,3222,432Mortgage loan servicing income1,8171,837Net gains on investment securities1,404376Other noninterest Income7,0167,178Total Noninterest Income27,44826,187NONINTEREST EXPENSE19,86319,775Salaries and employee benefits51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,3783,557Other noninterest Expense19,86319,775Total Noninterest Expense19,86319,775Total Noninterest Expense84,51584,839Income Before Taxes61,75452,895Provision for income taxes20,36216,770Net Income\$41,392\$36,125  | Total Interest And Loan Fee Income                               | 123,051  | 116,028  |
| Interest on federal funds purchased and securities<br>sold under agreements to repurchase 961 943<br>Interest on notes payable, capital lease obligations and other — 1<br>Total Interest Expense 1,808 1,771<br>Net Interest And Loan Fee Income 121,243 114,257<br>Provision for Ioan Iosses 2,422 2,710<br>Net Interest And Loan Fee Income After Provision For Loan Losses 118,821 111,547<br>NONINTEREST INCOME<br>Bankcard fees 8,166 9,646<br>Service charges on deposit accounts 5,723 4,718<br>Gain on sale of mortgage Ioans 3,322 2,432<br>Mortgage Ioan servicing income 1,817 1,837<br>Net gains on investment securities 1,404 376<br>Other noninterest Income 7,016 7,178<br>Total Noninterest Income 7,016 7,178<br>Total Noninterest Income 27,448 26,187<br>NONINTEREST EXPENSE<br>Salaries and employee benefits 51,533 50,756<br>Occupancy expense, net 8,559 8,318<br>Furniture and equipment expense 2,378 3,557<br>Other noninterest Expense 19,863 19,775<br>Total Noninterest Expense 19,863 19,775<br>Total Noninterest Expense 19,863 19,775<br>Total Noninterest Expense 19,863 19,775<br>Total Noninterest Expense 2,378 3,557<br>Noter noninterest Expense 3,529 3,538<br>Noter noninterest Expense 3,529 3,535<br>Noter noninterest Expense 3,529 3,535<br>Noter noninterest Expense 3,529 3,535 3,557<br>Noter noninterest Expense 3,528 3,557 3,558<br>Noter noninterest Expense 3,528 3,557 3,559 3,558 3,559 3,558 3,559 3,558 3,559 3,558 3,559 3,558 3,558 3,559 3,558 3,559 3,559 3,558 3,559 3,558 3,559 3,558 3,559 3,559 3,559 3,559 3,559 3,559 3,559 3,559 3,559 3,559 3,559 3,559 3,559 3,559 3,559 3,559 3,559 3,559 3,   | INTEREST EXPENSE   |          |          |
| sold under agreements to repurchase     961     943       Interest on notes payable, capital lease obligations and other     —     1       Total Interest Expense     1,808     1,771       Net Interest And Loan Fee Income     121,243     1114,257       Provision for loan losses     2,422     2,710       Net Interest And Loan Fee Income After Provision For Loan Losses     118,821     111,547       NONINTEREST INCOME     8,166     9,646       Service charges on deposit accounts     5,723     4,718       Gain on sale of mortgage loans     3,322     2,432       Mortgage loan servicing income     1,817     1,837       Net gains on investment securities     1,404     376       Other noninterest Income     7,016     7,178       Total Noninterest Income     27,448     26,187       NONINTEREST EXPENSE     2     2,433       Salaries and employee benefits     51,533     50,756       Octear of expenses     2,378     3,557       Other noninterest Expense     19,863     19,775       Total Noninterest Expense     20,362     16,770   | Interest on deposits   | 847      | 827      |
| Interest on notes payable, capital lease obligations and other1Total Interest Expense1,8081,771Net Interest And Loan Fee Income121,243114,257Provision for Ioan losses2,4222,710Net Interest And Loan Fee Income After Provision For Loan Losses118,821111,547NONINTEREST INCOME188,821111,547Bankcard fees8,1669,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage loans3,3222,432Mortgage loan servicing income1,8171,837Net gains on investment securities1,404376Other noninterest income7,0167,178Total Noninterest Income27,44826,187NONINTEREST EXPENSE22,433Salaries and employee benefits51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,3783,557Other noninterest expense19,86319,775Total Noninterest Expense84,51584,839Income Before Taxes61,75452,895Provision for income taxes20,36216,770Net Income\$41,392\$36,125  | Interest on federal funds purchased and securities               |          |          |
| Total Interest Expense1,8081,771Net Interest And Loan Fee Income121,243114,257Provision for Ioan Iosses2,4222,710Net Interest And Loan Fee Income After Provision For Loan Losses118,821111,547NONINTEREST INCOME8,1669,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage Ioans3,3222,432Mortgage Ioan servicing income1,8171,837Net gains on investment securities1,404376Other noninterest Income7,0167,178Total Noninterest Income27,44826,187NONINTEREST EXPENSE51,53350,756Salaries and employee benefits51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,3783,557Other noninterest expense19,86319,775Total Noninterest Expense19,86319,775Total Noninterest Expense84,51584,839Income Before Taxes61,75452,895Provision for income taxes20,36216,770Net Income\$41,392\$36,125   |  | 961      |          |
| Net Interest And Loan Fee Income121,243114,257Provision for Ioan Iosses2,4222,710Net Interest And Loan Fee Income After Provision For Loan Losses118,821111,547NONINTEREST INCOME8,1669,646Bankcard fees8,1669,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage loans3,3222,432Mortgage loan servicing income1,8171,837Net gains on investment securities1,404376Other noninterest Income7,0167,178Total Noninterest Income27,44826,187NONINTEREST EXPENSE\$1,53350,756Salaries and employee benefits51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,3783,557Other noninterest expense19,86319,775Total Noninterest Expense19,86319,775Total Noninterest Expense20,36216,770Net Income\$41,392\$36,125  |  |          | -        |
| Provision for Ioan Iosses 2,422 2,710<br>Net Interest And Loan Fee Income After Provision For Loan Losses 118,821 111,547<br>NONINTEREST INCOME<br>Bankcard fees 8,166 9,646<br>Service charges on deposit accounts 5,723 4,718<br>Gain on sale of mortgage Ioans 3,322 2,432<br>Mortgage Ioan servicing income 1,817 1,837<br>Net gains on investment securities 1,404 376<br>Other noninterest income 7,016 7,178<br>Total Noninterest Income 27,448 26,187<br>NONINTEREST EXPENSE<br>Salaries and employee benefits 51,533 50,756<br>Occupancy expense, net 8,559 8,318<br>Furniture and equipment expense 2,182 2,433<br>Bankcard expenses 2,378 3,557<br>Other noninterest Expense 19,863 19,775<br>Total Noninterest Expense 84,515 84,839<br>Income Before Taxes 61,754 52,895<br>Provision for income taxes 20,362 16,770  | · · · · ·  | 1,808    | 1,771    |
| Net Interest And Loan Fee Income After Provision For Loan Losses118,821111,547NONINTEREST INCOME111,547Bankcard fees8,1669,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage loans3,3222,432Mortgage loan servicing income1,8171,837Net gains on investment securities1,404376Other noninterest income7,0167,178Total Noninterest Income27,44826,187NONINTEREST EXPENSE2318Salaries and employee benefits51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,3783,557Other noninterest expense19,86319,775Total Noninterest Expense19,86319,775Total Noninterest Expense20,36216,770Net Income\$41,392\$36,125   | Net Interest And Loan Fee Income                                 | 121,243  | 114,257  |
| NONINTEREST INCOMEBankcard fees8,1669,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage loans3,3222,432Mortgage loan servicing income1,8171,837Net gains on investment securities1,404376Other noninterest income7,0167,178Total Noninterest Income27,44826,187NONINTEREST EXPENSESalaries and employee benefits51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,1822,433Bankcard expenses2,3783,557Other noninterest Expense19,86319,775Total Noninterest Expense19,86319,775Total Noninterest Expense20,36216,770Net Income\$41,392\$36,125   | Provision for loan losses  | ,        |          |
| Bankcard fees8,1669,646Service charges on deposit accounts5,7234,718Gain on sale of mortgage loans3,3222,432Mortgage loan servicing income1,8171,837Net gains on investment securities1,404376Other noninterest income7,0167,178Total Noninterest Income27,44826,187NONINTEREST EXPENSE51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,1822,433Bankcard expenses2,3783,557Other noninterest Expense19,86319,775Total Noninterest Expense84,51584,839Income Before Taxes61,75452,895Provision for income taxes20,36216,770Net Income\$41,392\$36,125   | Net Interest And Loan Fee Income After Provision For Loan Losses | 118,821  | 111,547  |
| Service charges on deposit accounts 5,723 4,718<br>Gain on sale of mortgage loans 3,322 2,432<br>Mortgage loan servicing income 1,817 1,837<br>Net gains on investment securities 1,404 376<br>Other noninterest income 7,016 7,178<br><b>Total Noninterest Income 27,448 26,187</b><br>NONINTEREST EXPENSE<br>Salaries and employee benefits 51,533 50,756<br>Occupancy expense, net 8,559 8,318<br>Furniture and equipment expense 2,182 2,433<br>Bankcard expenses 2,378 3,557<br>Other noninterest expense 19,863 19,775<br><b>Total Noninterest Expense 84,515 84,839</b><br>Income Before Taxes 61,754 52,895<br>Provision for income taxes 20,362 16,770<br>Net Income \$41,392 \$36,125  | NONINTEREST INCOME   |          |          |
| Gain on sale of mortgage loans3,3222,432Mortgage loan servicing income1,8171,837Net gains on investment securities1,404376Other noninterest income7,0167,178Total Noninterest Income27,44826,187NONINTEREST EXPENSE51,53350,756Salaries and employee benefits51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,1822,433Bankcard expenses2,3783,557Other noninterest Expense19,86319,775Total Noninterest Expense84,51584,839Income Before Taxes61,75452,895Provision for income taxes20,36216,770Net Income\$41,392\$36,125   | Bankcard fees  | 8,166    | 9,646    |
| Mortgage loan servicing income1,8171,837Net gains on investment securities1,404376Other noninterest income7,0167,178Total Noninterest Income27,44826,187NONINTEREST EXPENSE51,53350,756Salaries and employee benefits51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,1822,433Bankcard expenses2,3783,557Other noninterest expense19,86319,775Total Noninterest Expense84,51584,839Income Before Taxes61,75452,895Provision for income taxes20,36216,770Net Income\$41,392\$36,125   | Service charges on deposit accounts                              | 5,723    | 4,718    |
| Net gains on investment securities1,404376Other noninterest income7,0167,178Total Noninterest Income27,44826,187NONINTEREST EXPENSE51,53350,756Salaries and employee benefits51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,1822,433Bankcard expenses2,3783,557Other noninterest expense19,86319,775Total Noninterest Expense84,51584,839Income Before Taxes61,75452,895Provision for income taxes20,36216,770Net Income\$41,392\$36,125   | Gain on sale of mortgage loans                                   | 3,322    | 2,432    |
| Other noninterest income7,0167,178Total Noninterest Income27,44826,187NONINTEREST EXPENSE51,53350,756Salaries and employee benefits51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,1822,433Bankcard expenses2,3783,557Other noninterest expense19,86319,775Total Noninterest Expense84,51584,839Income Before Taxes61,75452,895Provision for income taxes20,36216,770Net Income\$41,392\$36,125   | Mortgage loan servicing income                                   | 1,817    | 1,837    |
| Total Noninterest Income27,44826,187NONINTEREST EXPENSESalaries and employee benefits51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,1822,433Bankcard expenses2,3783,557Other noninterest expense19,86319,775Total Noninterest Expense84,51584,839Income Before Taxes61,75452,895Provision for income taxes20,36216,770Net Income\$41,392\$36,125   | Net gains on investment securities                               | 1,404    | 376      |
| NONINTEREST EXPENSESalaries and employee benefits51,53350,756Occupancy expense, net8,5598,318Furniture and equipment expense2,1822,433Bankcard expenses2,3783,557Other noninterest expense19,86319,775Total Noninterest Expense84,51584,839Income Before Taxes61,75452,895Provision for income taxes20,36216,770Net Income\$41,392\$36,125   | Other noninterest income   | 7,016    | 7,178    |
| Salaries and employee benefits   51,533   50,756     Occupancy expense, net   8,559   8,318     Furniture and equipment expense   2,182   2,433     Bankcard expenses   2,378   3,557     Other noninterest expense   19,863   19,775     Total Noninterest Expense   84,515   84,839     Income Before Taxes   61,754   52,895     Provision for income taxes   20,362   16,770     Net Income   \$41,392   \$36,125  | Total Noninterest Income   | 27,448   | 26,187   |
| Occupancy expense, net     8,559     8,318       Furniture and equipment expense     2,182     2,433       Bankcard expenses     2,378     3,557       Other noninterest expense     19,863     19,775       Total Noninterest Expense     84,515     84,839       Income Before Taxes     61,754     52,895       Provision for income taxes     20,362     16,770       Net Income     \$41,392     \$36,125   | NONINTEREST EXPENSE  |          |          |
| Furniture and equipment expense   2,182   2,433     Bankcard expenses   2,378   3,557     Other noninterest expense   19,863   19,775     Total Noninterest Expense   84,515   84,839     Income Before Taxes   61,754   52,895     Provision for income taxes   20,362   16,770     Net Income   \$41,392   \$36,125  | Salaries and employee benefits                                   | 51,533   | 50,756   |
| Bankcard expenses     2,378     3,557       Other noninterest expense     19,863     19,775       Total Noninterest Expense     84,515     84,839       Income Before Taxes     61,754     52,895       Provision for income taxes     20,362     16,770       Net Income     \$41,392     \$36,125  | Occupancy expense, net   | 8,559    | 8,318    |
| Other noninterest expense     19,863     19,775       Total Noninterest Expense     84,515     84,839       Income Before Taxes     61,754     52,895       Provision for income taxes     20,362     16,770       Net Income     \$41,392     \$36,125  | Furniture and equipment expense                                  | 2,182    | 2,433    |
| Total Noninterest Expense     84,515     84,839       Income Before Taxes     61,754     52,895       Provision for income taxes     20,362     16,770       Net Income     \$41,392     \$36,125  | Bankcard expenses  | 2,378    | 3,557    |
| Income Before Taxes     61,754     52,895       Provision for income taxes     20,362     16,770       Net Income     \$41,392     \$36,125  | Other noninterest expense  | 19,863   | 19,775   |
| Provision for income taxes     20,362     16,770       Net Income     \$41,392     \$36,125  | Total Noninterest Expense  | 84,515   | 84,839   |
| Net Income \$41,392 \$36,125   | Income Before Taxes  | 61,754   | 52,895   |
|  | Provision for income taxes                                       | 20,362   | 16,770   |
| Earnings per common share (not in thousands) \$130.35 \$113.02   | Net Income   | \$41,392 | \$36,125 |
|  | Earnings per common share (not in thousands)                     | \$130.35 | \$113.02 |

Net income grew by 14.6 percent to \$41.4 million. Interest income grew 6.1 percent while interest expense grew only 2.1 percent. Interest income increased on higher loan volumes and improved security yields. Noninterest income increased by 4.8 percent to \$27.4 million on strong growth in service charges, mortgage loan origination, and assisted by gains on sales of investment securities. Service charges increased with introduction and adoption of customer opt-in overdraft protection which provides customer benefits and control on deposit account activity.

Focus on noninterest expense and bank operations, resulted in a decrease in total costs of -0.4 percent to \$84.5 million. Salary and benefit expense, the single largest expense category, was held to a minimal 1.5 percent growth overall. By analyzing changing customer patterns in branches, largely affected by increased electronic banking options, the bank was able to modify staffing levels to match these patterns. Bankcard expense, and revenue, have been trending down as the bank transitions to a revenuesharing style agreement for merchant services.

The meaningful repeat of net income improvement in 2016 resulted from strategic focus on earning asset mix, improving noninterest income sources, solid expense management and intention to operate the bank efficiently and effectively, positioning the bank for the future.





1

#### 49th State Brewing Company: BREWING UP A STRONGER ECONOMY

David McCarthy and Jason Motyka, founders and owners of 49th State Brewing Company, had bold ideas for their company's expansion. They needed a bank with the resources and vision to match their own, and the experience to help meet the challenges of doing business in the Last Frontier. First National Bank Alaska and Healy Branch Manager Aurora Agee were the perfect fit. First came the financing of a property purchase and improvements in Healy, to expand their business. The bank assisted with the reorganization of their various businesses, including the opening of their Anchorage location. This entailed opening eight new deposit accounts and setting up a new line of credit for Anchorage operations. First National also provides cash management services and merchant services to the dynamic firm.

We believe in Alaskans like David and Jason, who are building Alaska's future.

#### **RECORD YEAR FOR DEPOSITS**

Working together is all about relationships, whether interacting with customers, prospective customers or co-workers. First National Bank Alaska believes in cultivating and expanding these relationships and it consistently pays off for the bank, as seen this year in Southeast Region deposits.

Juneau Regional Branch employees have maintained contact with Haa Aani, an economic development subsidiary of Sealaska Corporation, for quite awhile; loan officer Jaysen Katasse also volunteered for the non-profit's loan committee. So when their loan program was funded with philanthropic dollars, Haa Aani opened a First National account with a significant deposit. This included funds from Sealaska – the bank's first substantial association with this major Southeast Alaska Native Corporation.

First National's long record of financial safety and security helped Sitka Branch employees establish new relationships with local residents concerned about the safe keeping of funds. When Branch Manager Tiffany Janssen explained First National's near-century history of experience and the bank's core values, she earned significant new deposit accounts.

Establishing new relationships helped the region increase deposits by \$10.3 million last year.

Kuskokwim Branch employees learned about the power of persistence in 2016. The team called on a local business for several years, with no tangible result. This year, the company indicated interest in a loan proposal. The bank presented a proposal for deposits and loans. Now, First National's relationship with the business includes trust and deposit accounts, cash management services, and two new loans. New deposits at the Kuskokwim, Homer and Seward branches helped spur \$30 million in deposit growth for this regional branch team.

When opportunity knocks, readiness is essential. Kenai Branch Manager Karl Heinz explains how this helped branch deposits grow by more than \$15 million. "Kenai Branch team members place a high value on relationships," said Heinz. "A great example: After more than 40 years banking with a competitor, a local business experienced a hiccup. About five years ago, we attracted a trusted banker from that competitor to work for First National.

> (I to r) David McCarthy,49th State Brewing Co. ; Aurora Agee,Healy Branch Manager ; Jason Motyka,49th State Brewing Co.

#### We Believe in Alaska

**66** Lenders in our bank across the state built relationships with quality businesses, underwrote strong loans and managed their portfolio for low delinquency and minimal losses. 99

> **DOUG LONGACRE EXECUTIVE VICE PRESIDENT**

When the business learned Junie Steinbeck was working at First National, it was easier for them to

make the switch."

The work of branch teams like this across the state helped push total deposit growth for the bank to \$34 million in 2016.

#### QUALITY AND QUANTITY IN LOAN GROWTH

First and foremost, First National is a community bank. As such, we offer responsiveness and the resources of \$3.6 billion in assets to Alaska businesses seeking success. These gualities paired with the local knowledge and experience of First National's lending teams led to \$134 million in loan growth bankwide.

Growth of \$9.1 million in the Mat-Su Region included a multi-million dollar loan to Surgery Center of Wasilla for equipment and improvements at their new location. The healthcare industry continues to grow statewide and is a focus of the bank's growth strategy.

Southeast Region's loan growth of \$9.8 million resulted from diligent work by the branch teams to convince local businesses that their success would be better served with an Alaska bank. In 2016, two businesses in the tourism industry, another growing sector, established loans with First National after banking with a national competitor.

Local small businesses, such as First National customers Ray's Place and House of Harley (see photos pages 7 and 9), are a vital part of the bank's loan portfolio and the Anchorage Region's \$7.4 million in growth. A prime example of working together came with the Dimond Lending team's loans to a Native corporation for real estate in Anchorage and loans from the Kenai Peninsula Region, which saw an uptick of \$7.0 million, for apartment construction in the corporation's region.

First National continued to partner with large national lead banks that share our credit culture and underwriting discipline to participate in loans outside Alaska. This participation was diversified across hotels, multi-family residential units, commercial office space and warehouses, in six states. Given the weakening loan demand in Alaska, this is a key strategy for the years ahead.

With increased loan quantity, Executive Vice President Doug Longacre was pleased to see high quality, too, as loan losses decreased from last year. "Lenders built relationships across the state with quality businesses, underwrote strong loans and managed their portfolio for low delinguency and minimal losses," said Longacre. "This discipline sets us apart and contributes substantially to our financial success."





#### Dr. Christopher Gay: "ONE BANK **BELIEVED IN ME.**"

Dr. Christopher Gay knows that good relationships are the heart and soul of a strong family and a successful business. So when he wanted to start his own practice, he looked for local experts who would go the extra mile to learn about his business and understand his dreams. The community bankers at First National helped Dr. Gay with his business, a home loan, a line of credit and online banking. To us, banking is more than a series of transactions, it's helping Alaska families and businesses achieve success.



(far right) Dr. Christopher Gay, owner Alaska Center for Pain Relief  Salary expense is the largest controllable
expense item and we want the right employees in the right locations at the right times.

RYAN STRONG / SENIOR VICE PRESIDENT RETAIL BANKING AND CASH MANAGEMENT DIRECTOR



#### Teresa Powell: CASH MANAGEMENT SERVICES SPECIALIST

For more than 20 years, Teresa Powell has consistently performed at a high level in bringing customers into the First National fold. Because of the strong relationships forged over her tenure and her expert local knowledge, Powell's portfolio base has grown tremendously. Most of her new customers come from referrals from customers she had maintained for many years. Her success is a very real part of First National's success.

#### ACROSS THE LINES

Ongoing development of convenient new services for our customers usually involves several of the bank's nine divisions, such as Bank Support and Compliance, Information Technology, Retail Banking and Cash Management, and Corporate Communications working together closely. This multi-divisional collaboration to provide the latest technology and increase efficiencies for both customers and employees included these projects in 2016, among others:

**OnePay** – A four-year initiative to enhance the bank's online ACH and wire transfer services to our Business Advantage customers, OnePay launched in July providing additional features and functionality as well as enhanced security.

**PopMoney**<sup>®</sup> – This person-to-person payment service, implemented in December, offers customers the convenience of securely sending or receiving money via text message or email across the country, through online banking or the mobile FNBApp.

**Escrow Accounts Online** – Bank Support, IT and Escrow worked together to provide basic Escrow account information for consumer and business customers online, adding customer convenience and security. The team also added BillMatrixNext, a more convenient way to make escrow payments.

Account and Fee Restructure – The Account Review Team completed an in-depth analysis of deposit accounts and fees to ensure the bank remains competitive. Minor changes were made in standard retail and business accounts. Other fees for high volume accounts and accounts using cash management services were also updated as many of those fees had not changed in more than 10 years.

#### THE CHANGING WORLD OF BRANCH BANKING

Working together efficiently in a branch means matching employee levels to customer needs. That can be difficult when constantly changing technology is altering banking behavior. Options such as ATMs, debit cards, and online and mobile banking allow customers to bypass the branch.

Senior Vice President and Retail Banking and Cash Management Director Ryan Strong is all too aware of this ever-changing dynamic. "Branch traffic levels are changing, so our branch staffing models needed updates as well," Strong said. "Salary expense is the largest controllable expense item and we want the right employees in the right locations at the right times." Gathering the information on how best to do this fell on the capable shoulders of Julie Wheeler at the Kenai Branch, who conducted a transaction analysis for branches outside Anchorage.

Wheeler gathered data from 21 branches, tracking teller and customer service transaction detail to map the changing trends. Senior management then aligned staffing levels to create a more efficient bankerto-customer ratio, allowing branches to ensure that First National's many value-added services are available to customers when they arrive. This model paid dividends quickly at the Wasilla Branch.

Branch Manager Danielle Howard explains: "After reviewing the data, we realized changes were needed. It started with a positive approach by the management team, emphasizing cross training and cooperation across job titles. The result allowed the branch to work more efficiently without adding staff." Amidst changing customer behavior, First National's attitude and actions toward our customers remain constant: provide high-quality convenience, service and value when and where they want it.

#### ADDITION AND SUBTRACTION

This year's statements of income show that noninterest income is up and noninterest expense is down. But numbers on a page don't show how departments did their part to make these positive results a reality. Working together toward a common goal helped the bank realize a rise in net income of more than 14 percent. Here are a few examples:

#### NONINTEREST INCOME

**Mortgage Lending** – In the mortgage loan market, not all investors are equal; First National has the ability to earn premium pricing fees on loans sold to Fannie Mae. By successfully matching customers to great mortgages and taking advantage of higher fee opportunities for the bank, the department showed growth in the premium pricing income category.



Dustin Hoefling: SOFTWARE SOLUTIONS MANAGER

Hoefling meets the challenging task of managing support of the core banking platform as well as all software applications throughout the bank. He plays a leading role in cross-divisional project teams, where his good nature and problemsolving skills make him stand out from the crowd. Senior Vice President and Chief Information Officer Phil Griffin points out, "Dustin often works early morning and after hours to schedule and implement software upgrades that benefit bank systems, employees and customers."

#### Ray's Place: ALL IN THE FAMILY

First National understands the importance family plays in positive core values, being a multi-generational business itself. Ray's Place, a popular Anchorage Vietnamese eatery, started business 24 years ago. Today four generations work together to cook up their success. First National is part of the recipe, providing online banking and local financial expertise, and servicing their business deposit and cash management accounts.



#### Julie Wheeler: OPERATIONS SUPERVISOR KENAI BRANCH

Wheeler's extraordinary efforts on the Branch Staffing Analysis (see page 7) are but one example of the thoughtful and diligent approach she has brought to her work over the last three decades. Of that analysis, Senior Vice President and Branch Lending Administrator Charlie Weimer said, "Julie's sensitive communication with each branch helped them realize that more efficient staffing levels were best not only for the bank but also benefited customers. Her value to the success of the project cannot be overstated."



#### MUSEUM DONATION PART OF MORE THAN \$1 MILLION IN CONTRIBUTIONS TO ALASKANS

A \$20,000 donation to the Anchorage Museum for Spark!Lab, one of four in the nation, will help give low-to-moderate income students access to this innovative hands-on lab about science and the process of invention. The gift was part of \$1,002,757 in donations and community activity sponsorships given in 2016. Bank employees also volunteered hundreds of hours to non-profits across the state.

The bank's Donation Committee did a little hands-on work itself on a tour of Spark!Lab. Standing: (Left to right) Tim Breeden – Corporate Lending; Lyn Whitley – Marketing; David Haynes – Marketing; Gretchen Cuddy – Community Representative; Alan Dablemont – Bank Operations Support; Vladimir Novak – Funds

Seated (left to right): Cindy Herr – Executive Vice President's Office; Natasha Pope – Community Development; Louis Ulmer – Business Development, Museum Board Member

Loan Servicing - First National expanded our relationship with Alaska Housing Finance Corporation (AHFC), subservicing mortgage loans originated by other lenders as well as by AHFC. Expanding this relationship in a tightening market brought in business through a new channel and increased servicing fees.

**Property** - The bank identified excess space in our facilities, with a strategy of finding tenants where sharing that space makes good business sense. Many tenants are good business development partners and provide rental income to share the expenses of building occupancy.

**Escrow** - Adding new escrow services, strengthening relationships with customers and branches, and redesigning the escrow system for more customer convenience led to increased revenue in 2016.

#### NONINTEREST EXPENSE

e-Payment Solutions – The bank challenged a vendor to proactively seek price control measures to retain our business in a competitive environment. First National was flexible on term commitment and the vendor saw the value of reconsidering price increases, saving the bank more than \$120,000 per year. Information Technology – To a company with 30 branches around Alaska, telephone and data lines are critical capabilities for serving customers in an efficient and timely manner. Another successful vendor negotiation is saving First National more than \$300,000 per year, and led to faster line speeds and capacity.

**Marketing** – Close scrutiny of costs for professional services reduced expenses while retaining the safety and security vital to our online banking customers. Adjusting the bank's purchase of ondemand clothing and logo-imprinted premiums to a one-year supply reduced expenses for the bank significantly.

**Compliance** – How does a department that doesn't generate revenue or cut costs contribute to positive growth? By making sure the bank is in compliance with the overwhelming amount of regulations, and avoiding fines, penalties and reputation-risk events, all things affecting the bottom line.

These examples represent how First National responded to the challenge of succeeding in a slowing economy and a competitive environment. We believe in Alaska, and like Alaska, we are much more than just the sum of our parts, when we work together as one.

#### We Believe in Alaska

## **Senior Management Team**



Betsy Lawer Chair and President



Senior Vice President Chief Information Officer Information Technology Division



David Stringer Senior Vice President Special Credits & Participation Loan Division



Doug Longacre Executive Vice President



Cindi Buzitis Senior Vice President Bank Support & Compliance Division



Craig Thorn Senior Vice President Regional Manager Mat-Su Region



Michele Schuh Senior Vice President Chief Financial Officer Financial, Investment Management & Trust Services



Charles Weimer Senior Vice President Branch Lending & Administration Division



David Lawer Senior Vice President & General Counsel Corporate Systems Division



Cheri Gillian Senior Vice President Human Resources & Corporate Communications Division Board Secretary



Ryan Strong Senior Vice President Retail Banking & Cash Management Division



Bill Renfrew Senior Vice President Regional Manager Interior Alaska Region



Bill Inscho Senior Vice President Corporate Lending Division

House of Harley: DRIVEN TO SUCCEED

Dia Matteson started working at her father's business, House of Harley, when she was a child, sweeping the floor. Now, she owns the Anchorage, Wasilla, and Kenai Peninsula dealerships and manages the Anchorage shop. The local experts at First National appreciate this drive for success and were ready to help when Matteson was looking for a new bank for the deposit and cash management accounts for all three locations.

## working [TOGETHER] AS ONE

9



### We Believe in Alaska

#### **Equal Opportunity Employment Statement**

It is the policy of First National Bank Alaska to provide equal opportunity in employment to all employees and applicants for employment. First National Bank Alaska will recruit, hire, train, and promote persons in all job titles, and ensure that all other personnel actions are administered without regard to race, religion, color, sex, sexual orientation, gender identity, age, national origin, genetic information, pregnancy, childbirth or related medical condition, parenthood, marital status or change(s) in marital status, protected veteran status, or disability; and, ensure that all employment decisions are based only on valid job requirements.

#### BRANCHES

#### **ANCHORAGE BRANCHES**

777-4362

Dimond Branch 8725 Old Seward Hwy. P.O. Box 200588 Anchorage, AK 99520-0588

Eastchester Branch 1821 Gambell Street P.O. Box 200029 Anchorage, AK 99520-0029

Federal Branch 222 W. 7th Avenue P.O. Box 100413 Anchorage, AK 99510-0413

**Main Branch** 646 W. 4th Avenue P.O. Box 100720 Anchorage, AK 99510-0720

Muldoon Branch 1100 Muldoon Road P.O. Box 200748 Anchorage, AK 99520-0748

North Star Branch 5850 Westover Avenue JBER, AK 99506-1603

Northern Lights Branch 1210 W. Northern Lights Blvd. P.O. Box 200668 Anchorage, AK 99520-0668

Parkway Branch 5305 E. Northern Lights Blvd. P.O. Box 200788 Anchorage, AK 99520-0788

South Center Branch 201 W. 36th Avenue P.O. Box 200628 Anchorage, AK 99520-0628

**U-Med Branch** 3650 Piper Street, Suite 100 Anchorage, AK 99508-4692

#### BETHEL Kuskokwim Branch

700 Front Street P.O. Box 286 Bethel, AK 99559-0286 543-7650

#### CORDOVA

**Cordova Branch** 528 First Street P.O. Box 360 Cordova, AK 99574-0360 424-6700

#### EAGLE RIVER

**Eagle River Branch** 11412 Business Blvd. Eagle River, AK 99577-7720 689-5200

#### FAIRBANKS

Golden Valley Branch 1300 Washington Drive P.O. Box 82487 Fairbanks, AK 99708-2487 459-7100

Interior City Branch 800 Noble Street Fairbanks, AK 99701-4950 459-5300

Johansen Branch 430 Merhar Avenue Fairbanks, AK 99701-3166 450-7300

#### GLENNALLEN

Glennallen Branch Mile 187 Glenn Hwy., Suite C P.O. Box 85 Glennallen, AK 99588-8085 822-7350

#### HAINES Haines Branch

123 Main Street P.O. Box 70 Haines, AK 99827-0070 766-6100

#### HEALY

Healy Branch Tri-Valley Community Center P.O. Box 460 Healy, AK 99743-0460 683-7750

#### HOMER

Homer Branch 3655 Heath Street Homer, AK 99603-7667 235-5800

#### JUNEAU

**Juneau Regional Branch** 840 W. 10th Street P.O. Box 21248 Juneau, AK 99802-1248 586-5400

Valley Centre Branch 8990 Glacier Hwy. Juneau, AK 99801-8030 790-8000

#### KENAI

Kenai Branch 11408 Kenai Spur Hwy. Kenai, AK 99611-7799 283-6800

#### KODIAK

Kodiak Branch 218 Center Avenue Kodiak, AK 99615-6312 486-7900

#### PALMER

Palmer Branch 303 W. Evergreen Avenue Palmer, AK 99645-6954 746-8900

#### **Mission Statement**

The bank's multi-part mission is to safekeep depositors' money, provide all legitimate financial services to the community consistent with bank resources, furnish employees with competitive salaries and a pleasant working environment, and earn a proper return for shareholders. For nearly a century our commitment to the mission has served our customers, our employees, our communities and our shareholders well.

#### SEWARD

**Seward Branch** 303 4th Avenue P.O. Box 69 Seward, AK 99664-0069 224-4200

#### SITKA

**Sitka Branch** 318 Lincoln Street Sitka, AK 99835-7545 747-7000

#### SOLDOTNA

**Soldotna Branch** 44501 Sterling Hwy. Soldotna, AK 99669-7938 260-6000

#### VALDEZ

Valdez Branch 101 Egan Drive P.O. Box 37 Valdez, AK 99686-0037 834-4800

#### WASILLA

Wasilla Branch 775 E. Parks Hwy. Wasilla, AK 99654-8191 352-5900

**Corporate Headquarters** 101 W. 36th Avenue Anchorage, AK 99503-5904

**Operations Center** 1751 Gambell Street Anchorage, AK 99501-5324

**FNBAlaska.com** 1-800-846-4FNB (4362)

